

Business trip to Russia, February 18 – 22, 2019 organized together with the Swiss Center Samara

**BUSINESS OPPORTUNITIES FOR SWISS SUPPLIERS
IN THE RUSSIAN SPACE INDUSTRY**



FACT FINDING MISSION: BUSINESS OPPORTUNITIES FOR SWISS SUPPLIERS IN THE RUSSIAN SPACE INDUSTRY

Date: October 2018

Language: English

Number of pages: 9

DISCLAIMER

The information in this document were gathered and researched from sources believed to be reliable and are written in good faith. Switzerland Global Enterprise and its network partners cannot be held liable for data, which might not be complete, accurate or up-to-date; nor for data which are from internet pages/sources on which Switzerland Global Enterprise or its network partners do not have any influence. The information in this report do not have a legal or juridical character, unless specifically noted.

Contents

1.	INVITATION _____	4
2.	WHY RUSSIA? _____	4
3.	MAIN REASONS TO ENTER THE RUSSIAN AEROSPACE INDUSTRY _____	5
4.	PROGRAM _____	5
5.	TRADE FAIR INFORMATION _____	6
6.	PARTICIPANT INFORMATION _____	6
7.	REGISTRATION _____	8

1. Invitation

Switzerland Global Enterprise, Swiss Business Hub Russia and the Swiss Center Samara are pleased to invite Swiss companies active in the space industry to a business mission to capitalise on opportunities in the Russian space industry.

This mission will provide insights into the Russian space industry and facilitate one to one matchmaking meetings with various stakeholders that may be evaluating diversifying into the aerospace sector.

2. Why Russia?

The Russian space sector is under the tight control of the state with the Russian Space Agency being the main actor to fulfill this task. It supervises almost all operations, including purchases, production, international cooperation and technological exploitation. Therefore, it is often difficult for foreign SMEs to establish contacts to local partners in this sector. During this official mission supported by the Russian Space Agency and the Ambassador of Switzerland in the Russian Federation Mr. Yves Rossier helps to open doors to relevant industry players and official bodies.

The Russian space industry has gone through radical changes over the past few years. It follows major global trends such as the growth in the civil and aviation sectors, innovations in materials and technologies, the globalization of production and the growth in orbital shipments. Historically, the Russian engineers have developed competencies in three major segments, which still account for a large part of the industry today: Space carriers, rocket engines, satellites.

Moscow: Moscow, the capital of the Russian Federation, has approx. 13 million inhabitants and is the vibrant heart of this large country and its economy. Moscow and the Moscow region have been among the most dynamically growing regions of the Russian Federation for the last few years. The capital and its agglomeration serve as a hub for importers and wholesalers but is also itself an enormous interior market. Although the Moscow area is already very well-developed, there is still potential for newcomers.

Samara: Samara is among the ten largest cities in the Russian Federation. Formerly a closed city, Samara is now an important political and economic center in European Russia. The region counts 3,2 mln inhabitants and is the only cluster to concentrate the three segments of the Russian aerospace industry with over 45'000 workers in the branch. The region also hosts multiple domestic and foreign manufacturing companies with industrial activities in automotive, machine building, chemicals and the food processing industry.

More information: swisscentersamara.com

Read the report 2018 on the Russian Aerospace Industry: swisscentersamara.com/reports/russian-aerospace-industry/

3. Main reasons to enter the Russian Aerospace industry

- Necessity to modernize manufacturing and make it a world-class industry;
- Increase the share of civil products in the industry to an average of 30% by 2025, and to 50% by 2030;
- Necessity to develop a supplier network for the aviation and space rocket industry, especially satellite construction, where the share of foreign components reaches 70%.
- Promotion of the Russian products of the industry to the international market which is mostly occupied by strong competitors;
- Implementation of the import replacement program by 2025.

4. Program

Day 1 | Monday, 18th February, 2019 | Moscow

- Individual arrival to Moscow
- Briefing and cocktail dinner

Day 2 | Tuesday, 19th February, 2019 | Moscow

- Meeting and seminar with Roscosmos and its companies
- Lunch
- Meeting with the company Consortium Cosmos Technology
- Dinner

Day 3 | Wednesday, 20th February, 2019 | Moscow

- Meeting with the company Sputnik (tbc)
- Meeting with the company NPOL (tbc)
- Lunch
- Flight 1214 / Moscow - Samara

Day 4 | Thursday, 21st February, 2019 | Samara

- Meeting and seminar with the company Progress
- Lunch
- Meeting with the company Kuznetsov (tbc)
- Meeting with the Governor (tbc)
- Networking and cocktail dinner

Day 5 | Friday, 22th February, 2019 | Samara

- Workshop with Russian space companies
- Individual departure

5. Trade fair information

The Swiss Business Hub Russia intends to organize a Swiss Pavilion at "Aviasalon MAKS" (July 23 - 28, 2019), the leading trade show in Russia for the aviation industry. We kindly ask all companies who are interested in a participation to contact Julie Baechtold, Deputy Head of SBH Russia: Julie.baechtold@eda.admin.ch.

6. Participant information

LANGUAGE

English

PARTICIPATION COSTS

Included in the price:

- All transfers in Moscow and Samara
- 4 nights in 4-star hotels
- Single room, with bath or shower, WC
- Breakfast in the hotel, lunch and dinner except of travel days
- Interpreters: Russian – English
- Travel documentation

Not included:

- Insurance for cancellation costs
- Flights to and from Russia
- Flight Moscow-Samara-Moscow: Upon request, we are happy to book this flight for you (the fare is approx. CHF 200.00 and will be invoiced additionally)
- Visa expenses: mandatory for Swiss participants

PRICE PER PERSON (EXCLUDING VAT)

Member Status	All 5 days (CHF)
Member Gold	2'950.00
Member Silver	3'200.00
Non-Member	3'450.00

SPECIAL ARRANGEMENTS ARE AVAILABLE ON REQUEST

We will be pleased to compile an individual offer for you if you have special needs or if you would like to participate only in part of the trip.

Registration Deadline: 1st November 2018

www.s-ge.com/en/event/fact-finding-mission/space-mission-russia

For further questions, please contact:

Switzerland Global Enterprise
Michael Kühn
Senior Consultant Russia, CIS
And Nordic Countries
mkuehn@s-ge.com
+41 44 365 54 49

Swiss Business Hub Russia
Julie Baechtold
julie.baechtold@eda.admin.ch

7. Registration

MY CONTACT INFORMATION

First name

Last name

Company

Position

Adress

Postcode / City

Telephone / Cell phone

E-mail

Date

Signature

If you wish to register as a member of Switzerland Global Enterprise (assuming you are not yet a member), please tick the box below.

Yes, we would like to benefit from advantageous conditions and become a member of Switzerland Global Enterprise. We accept the membership statutes listed on the web-site www.s-ge.com/statutes. Entitlement to the benefits begins once membership has been confirmed by Switzerland Global Enterprise.

- Gold Member
 Silver Member

Please send your registration via E-Mail (scan) to:

events@s-ge.com

ExportHelp

s-ge.com/exporthelp
exporthelp@s-ge.com
T 0844 811 812



Switzerland Global Enterprise
Stampfenbachstrasse 85
CH-8006 Zürich
T +41 44 365 51 51

Switzerland Global Enterprise
Corso Elvezia 16 – CP 5399
CH-6901 Lugano
T +41 91 601 86 86

Switzerland Global Enterprise
Avenue d'Ouchy 47 – CP 315
CH-1001 Lausanne
T +41 21 545 94 94

s-ge.com